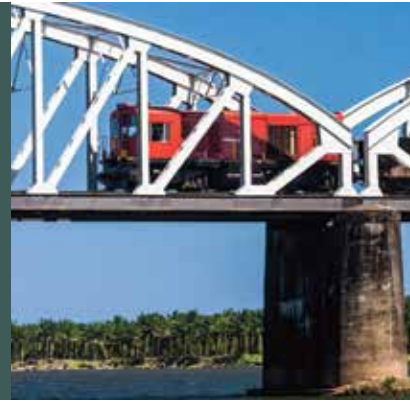


CbI



Transport corridors  
 Shared-use infrastructure  
 PPP opportunities  
 Logistics  
 Mobilising funds  
 Exit strategies



# Africa Investment Exchange: Transport & Logistics

London RSA House, 28 - 29 September 2015

Mobilising public and private capital for transport, infrastructure and logistics

Supported by



Produced by



## Africa Investment Exchange

(AIX) is a forum for investors to exchange information, reinforce existing relationships, build networks and create future business opportunities.

## AIX: Transport & Logistics

brings together a top team of African transport and logistics investors, operators and other stakeholders to discuss opportunities and strategies for infrastructure partnerships that will help unlock wider economic development.

Proceedings will be held under the Chatham House Rule and structured round a series of interactive panel-led sessions to encourage an open exchange of views.

- **Develop partnerships** between public and private sector developers and investors.
- **Meet African transport sector officials, operators, entrepreneurs** to gain first-hand insights.
- **Explore innovative financial structures**, commercial returns, entry and exit strategies.
- Gain insights into a range of **official funding mechanisms**
- **Measure the wider impact** of investments on social and economic development.
- **Analyse key corridors** and other integrated projects across the continent.

# Africa Investment Exchange

The marketplace for investors in Africa's growth industries



**AIX:Transport and Logistics** will help a professional audience to promote increased business flows into the sector.

**Participants** to include

- Government ministers, transport sector officials, regulators and representatives from regional cooperation bodies.
- Resources companies looking to develop shared-infrastructure
- African fund managers, entrepreneurs and regional firms.
- Development finance institutions (DFIs) and other multilateral and bilateral agencies.

**AIX: Transport & Logistics** will update participants on key investment trends, while also focusing on ways to channel a growing range of private resources into infrastructure – from major construction schemes to innovative approaches to improving logistics and solving problems along the supply chain.

AIX provides a trusted environment for investors, parastatals, service providers and other stakeholders to **engage with experts** to assess investor confidence, develop projects and monitor risk; **meet African entrepreneurs and other stakeholders** to gain first-hand insights; **explore innovative financial structures**, commercial returns, entry and exit strategies; and build contact networks, and **create opportunities for future business** across Africa.

**AIX: Transport and Logistics** follows on from a very successful AIX:Energy meeting held in London in November 2014 which was sponsored by Actis, DLA Piper, FMO and InfraCo Africa.

Proceedings will be held under the Chatham House Rule and structured round a series of interactive panel-led sessions to facilitate dialogue.

## **The state of play for investors**

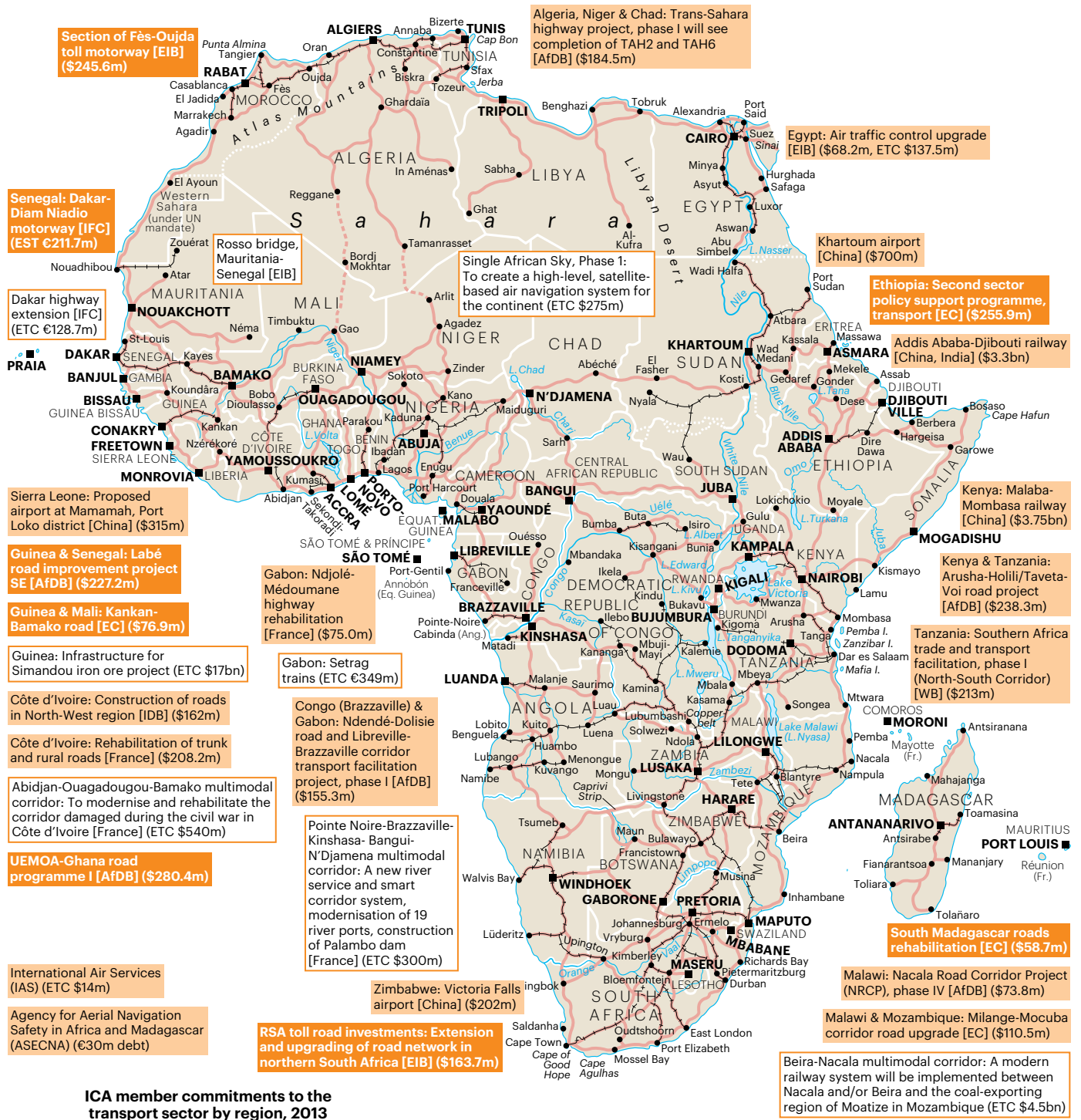
High returns reported from African business are attracting international investor interest and capital from non-traditional sources, including private equity (PE) firms, venture capitalists, family offices and institutional investors. These players form an important element in the AIX constituency. Beyond financial returns, the emerging impact investment sector is registering levels of progress that will be analysed at this fourth meeting of the Africa Investment Exchange in London.

AIX London meetings are hosted at the Royal Society of Arts' historic headquarters. They are designed to allow participants to engage with experts to assess investor confidence, develop projects and monitor risk.

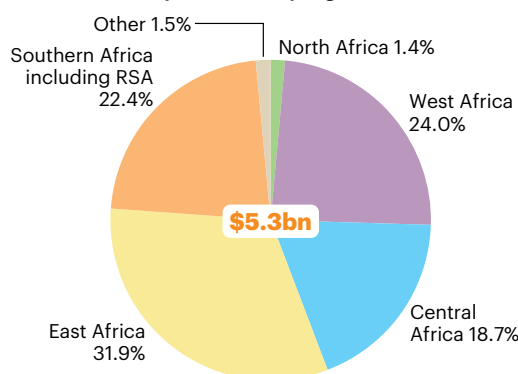


# AIX: Transport & Logistics

Responding to the changing investment landscape in African transport and logistics



ICA member commitments to the transport sector by region, 2013



- National boundary
- Principal road
- Main railway
- Pipeline projects in 2013 (PIDA or other priorities identified by ICA members)
- Commitments in 2013
- Projects completed in 2013
- Principal sponsoring country or institution in square brackets [ ]
- Amount committed shown, plus ETC (estimated total cost)

ALSO:  
 COMMITMENTS IN 2011  
 Togo: Lomé container terminal (ETC €341m)  
 Kenya & Uganda: Rift Valley Railways (ETC \$280m)  
 COMMITMENT IN 2012  
 Kenya Airways (equity of \$25m for IFC)

Source: Cross-border Information for Infrastructure Consortium for Africa  
[www.icafrica.org](http://www.icafrica.org)

# AIX: Transport & Logistics

Agenda – Monday 28 September 2015

## **Morag Baird**

Senior Infrastructure Adviser,  
European Investment Bank

## **Steve Cameron**

Vice Chairman, Business Council  
for Africa

## **Steven Gray**

Director, Lonrho Infrastructure

## **Michael Kane**

Infrastructure Specialist  
Secretariat of the Infrastructure  
Consortium for Africa (ICA)

## **Julia Prescott**

Partner, Meridiam Infrastructure

## **Johny Smith**

Chief Executive  
Walvis Bay Corridor Group

## **Craig Sillars**

Mining & Infrastructure  
UK Trade & Investment

## **James Dobbin**

Chief Executive Officer  
Dobbin International

## **Sean Gorman**

Executive Director  
HCF International Advisers

## **Glen Ireland**

Founding Partner  
InfraShare Partners

## **Roland Janssens**

Deputy Managing Director  
Emerging Africa Infrastructure  
Fund

**08h30 to 09h00** Registration & coffee

**09h00 to 10h30**

## **Africa Transport Overview**

Chair: **Steve Cameron**

To what extent is private investment relevant in the existing African environment?

- Overview of role transport infrastructure plays in facilitating broad economic development
- What ICA research into funding flows tells us about the sector
- Transport corridors and priority projects – the public sector view
- Integrating infrastructure expansion with supply chain businesses
- Private sector investment and PPP potential
- The extent of private equity investment into African transport infrastructure and logistics

**10h30 to 11h00**

## **Project Snapshot**

Chair: **Steve Cameron**

A project session to put ideas into practical perspective. Gain first-hand insights about the investment strategies and opportunities. What are the challenges of developing complex transport projects that include local, regional and international investors?

**11h00** Coffee

**11h30 to 12h30**

## **Shared-use Infrastructure**

Chair: **Sean Gorman**

Leveraging mining and other extractive industry-related investment for infrastructure development.

- The market opportunities – helping to create backbone infrastructure
- Shared-use versus integrated development
- Regulatory issues
- Impact for other sectors such as agribusiness, construction

**12h30** Lunch

# AIX: Transport & Logistics

Agenda – Monday 28 September 2015

## **Glory Jonga**

Vice President Southern and East Africa, CPCS

## **Silvester Kasuku**

Chief Executive Officer, LAPSET Corridor Development Authority

## **Frank Matsaert**

Chief Executive Officer TradeMark East Africa

## **Fabio Scala**

Executive Director & Board Member, Edgebold Capital

## **Peter Wiener**

Associate, Steer Davies Gleave

## **Adefunke Adegemi**

Regional Head, Member and External Relations, Africa and Middle East, International Air Transport Association

## **Keith Kerr**

Partner, Principal Airports and Airlines, Mango Aviation Partners

### **13h30 to 14h30**

#### **East Africa Focus**

- EAC priority projects
- Regional transport corridors: unlocking landlocked countries
- LIFT: logistics innovation for trade
- Dar es Salaam and Mombasa: private investments in existing port facilities on the Indian Ocean
- Standard Gauge Railway, Rift Valley Railways and the Nairobi Commuter Rail Project: a look at the different investment models

### **14h30 to 15h00**

#### **Logistics Snapshot**

Investing in pan-African logistics operations against the odds.

### **15h00** Coffee

### **15h30 to 17h00**

#### **Africa Aviation: opportunities and challenges**

Chair: **Peter Wiener**

Steer Davies Gleave are leading this session which will examine private led investments in Africa's aviation industry and barriers to entry.

- Managing different investors, airline companies and government stakeholders' expectations
- Developing local and regional aviation industry in Africa
- Unlocking the industry's potential for future growth
- Examining development finance's role in promoting investment

### **17h00** Evening Reception



# AIX: Transport & Logistics

Agenda – Tuesday 29 September 2015

## Guillaume Rémy

Financial Advisor  
Rebel Group International

## Steve Cameron

Vice Chairman, Business Council  
for Africa

## Robert Kottler

Managing Director  
Dawnus International

## Faisal Ladha

Senior Consultant, West Africa  
CPCS

## Tidiane Traore

Technical Advisor to the  
Secretary General, Mano River  
Union

## James Addo

Director, GFI

## Fedja Canters

Senior Investment Officer, FMO

## Roland Janssens

Deputy Managing Director  
Emerging Africa Infrastructure  
Fund

## Andrew Maclean

Private Sector Infrastructure  
Adviser, Department for  
International Development

## Guillaume Rémy

Financial Advisor  
Rebel Group International

## Jon Marks

Chairman, Cbl

### 09h00 to 09h30

#### Public Private Partnerships

Thoughts on Africa's PPP market, from seaport projects; airport investments; toll road potential; railroads; and urban transportation.

### 09h30 to 10h30

#### West Africa Focus

Chair: **Steve Cameron**

Regional experts will share their insights on the development and performance of:

- Mano River Union priority projects
- Regional transport corridors including the Abidjan-Lagos coastal corridor and the Praia-Dakar-Abidjan Multimodal Corridor
- Maritime hub needs: Abidjan-Lagos and Lekki-Tema
- Developing airport expansion plans which are integrated with supply chain businesses
- Installing infrastructure to support the extractive industries
- PPP arrangements in Nigeria – sustaining momentum

### 10h30 Coffee

### 11h00 to 12h30

#### Finance: Matching Money to Projects

Finance mechanisms for infrastructure projects.

- **Development finance:** how can DFIs leverage public funds to catalyse private investment?
- **Budget allocations:** to what extent can national government fund future infrastructure development?
- **Commercial investors:** do they have sufficient appetite or capacity to meet demand for project finance and investment funds?
- **Tapping the bond market:** How to finance infrastructure projects through non-traditional sources?
- **Newcomers:** what are the prospects of matching pension funds, sovereign wealth funds, family offices, impact investors to projects?

### 12h30 Lunch

### 13h30 to 15h00

#### Africa Hardball

Using a scenario-building process, the group will feed in questions and conclusions on the direction the industry is heading and draw-up practical policy recommendations to come out of the meeting.

### 15h00 Coffee and end of AIX: Transport & Logistics

# AIX: Transport & Logistics

Agenda – Tuesday 29 September 2015

## Sponsorship in 2015

AIX serves a high-level constituency of decision makers who are directly involved in African project development and finance.

Contact **Nick Carn** for details on how we can increase your organisation's profile at these high level exchanges.

**E:** [nick@cbi-publishing.com](mailto:nick@cbi-publishing.com)

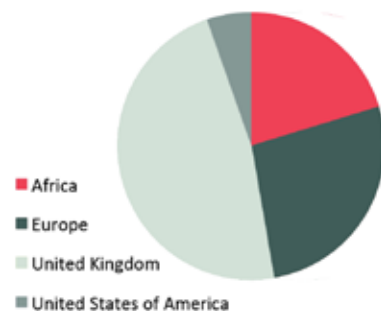
**T:** +44 1424 721 667

## Sponsors in 2014



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# AIX: Transport & Logistics

Registration Form 25% discount on registration fee valid until 18 September 2015

## Contact Us

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Cbi Meetings, 4 Bank Buildings,  
Station Rd, Hastings, TN34 1NG,  
United Kingdom

## Delegate's Terms & Conditions

**Payments** All bookings made prior to the conference must be paid in full to guarantee registration. Once payment has been received, an email confirmation and a receipted invoice will be sent. If payment is not made at the time of booking, registration will be provisional.

**Cancellation** The fee is non-refundable if cancellation is received after 14 September 2015. For a cancellation before this date the fee will be refunded, less a handling charge of £50.

**Data Protection** By submitting registration details, delegates agree to allow Cbi Meetings to contact them regarding their services. Delegates who do not wish to receive such communications should email bruno@cbi-meetings.co.uk.

**Indemnity** In the unlikely event that the Africa Investment Exchange has to be cancelled, Cbi Meetings is not liable for any travel and accommodation costs incurred by delegates in connection with their registration. Cbi Meetings cannot accept liability for any loss, cost or expense suffered or incurred by any person arising from reason of war, including threat of war, riots and civil strife, terrorism or threats thereof, natural disaster, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates in connection with the conference, non-provision of services provided by hotel companies or transport operators, industrial disputes, government action, regulations, or technical problems which may affect the services provided in connection with the event.

## Register below or online [africa-investment-exchange.com](http://africa-investment-exchange.com)

The standard rate is £1600 plus £320 VAT. There is a 25% discount on the registration fee until 18 September 2015. Registration includes entry to all sessions, coffee, lunch and conference material.

Please register those listed below at £1200 plus £240 VAT per delegate.

### 1st Delegate

Full name .....

Position .....

Company/Organization .....

Email .....

Telephone .....

### 2nd Delegate

Full name .....

Position .....

Company/Organization .....

Email .....

Telephone .....

### Company contact details (for invoice)

Full name .....

Position .....

Company/Organization .....

Address .....

.....Country .....

Email .....

Telephone .....

VAT number .....

When you have returned this form you will receive a booking confirmation and invoice to be paid by bank transfer. Full payment must be made before event. Total to pay .....

I have read and agreed to the terms and conditions for delegate bookings and payment for AIX: Transport & Logistics.

Signature..... Date .....